



CLARIVOS

A Year of Change: Wholesale Distribution in 2021.

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A Year of Change: Wholesale Distribution in 2021

Wholesale Distribution has seen decisive change in the last year. The prolonged disruption to the supply chain caused by COVID 19 caused a number of new developments: Insatiable consumer demands, and a subsequent increase in online competition has forced distributors everywhere to shape and direct business in new ways to stay relevant.

Hybridisation, diversification of services and products, omnichannel marketing are just some of the ways wholesalers have innovated to continue to stand out in an increasingly crowded market. One thing has enabled them to do so: technology.

The rapid digitalisation of the wholesale sector is an ongoing trend as it continues to provide new and exciting solutions to the most pressing supply chain management problems.

But what trends will 2021 bring to the table?

2021 is expected to bring even more challenges. In order for wholesalers to meet these challenges, what disruptive trends should they look for, and seek to take advantage of?

Brexit

The trading and regulatory impact of Brexit has set the roadmap for wholesalers in 2021. With the agreement of a trade deal, distributors will need to adapt in order to comply with any new rules that might impact supply, logistics and more, as well as staying on top of costs incurred.

For instance, there are new factors to consider:

- Imports and exports to and from the UK require formal transaction declarations and documentation,
- Labelling certifications,
- Import tax and tariffs in trade with EU countries,
- More sector specific standards, such as food and drink standards.

Because of wholesale distribution's traditionally thin margins, wholesalers can not afford uncertainty in the supply chain. Now, with the regulatory demands of Brexit, effective democratisation of critical business information, such as transactions, traceability, taxes, and task management will be vital to success in this industry in 2021. A digital solution that standardises this information, integrating supply, finance, logistics, and labour is crucial to smooth operations and maintaining a competitive advantage.

Hybridisation

Wholesale distributors are adapting to an increasingly competitive market. Large players such as Amazon have made incursions into the B2B space. Their ability to leverage their digital expertise and faster to-market advantage over traditional wholesalers has driven distributors to widen their offerings.

We can expect this trend to continue. The need for reliability, speed, personalisation, lower prices and more, has put immense pressure on wholesalers. As such, we've seen various diversification efforts, including new routes to market, new services, and complete evolution of business models.

In a digital poll, we asked senior operations leaders in wholesale their priorities for 2021. 3 in 4 concurred that diversification of services and products was their most important initiative. We expect the lines between manufacturing, retail, and traditional wholesale continue to narrow in 2021.

The hybridisation of these fundamentally different business functions necessitates greater connectivity and communication across the organisation. Accordingly, we will see more and more turn to technical solutions in order to achieve this. Indeed, for 25% of distributors, digitalisation is a focal point for 2021.

A Consumer-based Approach

The competitive business environment has also driven wholesalers to engage with customers in new ways. Distributors have for the first time embraced Omnichannel Marketing: a marketing principle that provides customers with a completely seamless and integrated shopping experience from the first touchpoint to the last.

The imperative for Omnichannel Marketing has led wholesale organisations to widen their digital footprint. eCommerce isn't just having an online store like it was in the early 2000s. It now involves providing to the customer a seamless, flexible, and integrated buyer journey online.

The exponential growth of technology usage, including mobile apps, social media, cloud technology, has made

customer expectations at an all time high. This has pushed many distributors beyond expectations. The demand for performance enhancements: faster delivery, more products, technical services, warranty services, new rich features and functionalities and more, is at odds with the industry's traditionally thin margins.

Nonetheless, distributors have had to adapt despite these handicaps. *(long sentence, change) Digitalisation has enabled wholesale and retail businesses to achieve this. The rapid evolution of CRM and sales management platforms have helped wholesalers build stronger relationships with their clients and consumers. It has also provided new and improved processes for cost effectively serving multiple customers, and offering valued services.

Automation is Making Life Simpler

The need for organisational agility means wholesale organisations can no longer afford to be held back by manual processes. More and more are turning to cloud ERP systems that aren't just integrating business functions but also maximising efficiency across processes by automating less value-added tasks. This empowers the workforce to execute more strategic initiatives and drive business performance and productivity.

For instance, Operational Procurement is made easier by the automation of end-to-end procurement processes that extend to the entire business ecosystem, including partners, suppliers, and customers. For other key priorities for wholesalers, such as:

- Quotes to cash, administrative costs are reduced by automating transactional processes,

- Warehouse management, times to-market are reduced thanks to improved shipping accuracy, and increased productivity, less paperwork.
- Finance, reconciliation capabilities are centralised, data accuracy is improved, offline processes are removed, avoiding the potential for errors.

This not only improves efficiency, but saves the workforce time to work on more valuable initiatives, and also improves accuracy, giving executives the insights they need to make data-driven decisions. This also makes wholesale organisations more intelligent and agile, when faced with market uncertainties and disruptions.

Becoming an Intelligent Enterprise

In addition to automation, wholesalers are leveraging predictive business intelligence and analytics to optimise their business processes, and acting on recommendations by these technological solutions. Leading analytics platforms democratise insights across organisations, allowing wholesalers insights on data from anywhere within a business .

In Procurement, distributors are taking advantage of special buying and load-building opportunities by applying analytics to purchasing decisions, reducing costs of goods sold, and increasing buyer productivity and enabling informed decisions.

Predictive analytics empower wholesale leaders by giving unique enterprise insights on financial planning and budgeting, accounts receivable and more.

In supply chain management, Business Intelligence also gives detailed forecasts by leveraging demand sensing and advanced statistical methods, advancing supply chain planning, and inventory management. Reporting is much quicker, and acting on the immediate and long-term needs of the sector becomes all the more easier, unlocking the true potential of the wholesale business.

Trends Overview

The challenges facing wholesale distribution are at their core, the same as they've always been. Staying competitive, improving time-to-market, raising profitability, contending with thin margins and answering consumer demands remain fundamental goals for the sector. However the solutions and models continue to change and develop according to regulatory changes, consumer tastes, and perhaps most crucially, technology.

A Closer Look at Brexit: How is digitalisation helping Wholesalers adapt the supply chain?

The implications of leaving the European Union has forced distributors in 2021 to answer another crucial obstacle. The fundamental question is: how can they maintain smooth operations and satisfy their customers, all while adapting to the new business environment and staying compliant?

For 75% of wholesale executives, Brexit rules and regulations make up a large part of their immediate concerns. Many businesses are scrambling to reshape and direct their supply chains - in many cases hurriedly adopting suboptimal processes.

Businesses are increasingly recognising the need for a digital solution - one that not only optimises their processes across core business functions and the supply chain, but one that also gives leaders the insights they need to lead their enterprise during uncertainty.

Managing Risk

The regulatory impact of Brexit sets the roadmap for most organisations in 2021. Wholesalers across sectors have and continue to make adjustments to ensure they comply with the new trading rules that impact supply, logistics, and more.

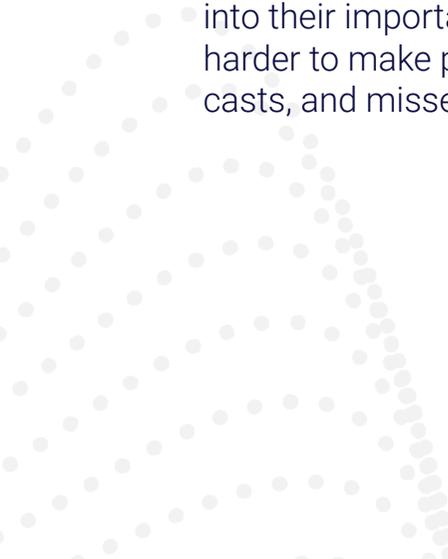
Now that the transition period has ended, organisations are executing their plans to mitigate any disruptions to their supply chains. In 2020, the pandemic drove businesses into panic stockpiling and purchasing, which followed with inventory uncertainty and obsolescence, due to fluctuations in demand.

The challenge for wholesalers will be to ensure the same thing doesn't happen - or at least, that they can better adapt to such fluctuations. Now however, organisations have to contend with:

- Imports and exports to and from the UK which require formal transaction declarations and documentation,
- Complex labelling certifications,
- Import tax and tariffs in trade with EU countries,
- And of course more sector specific standards, such as food and drink standards.

Because of wholesale distribution's traditionally thin margins, wholesalers can not afford more uncertainty in the supply chain. Now, with the regulatory questions surrounding Brexit, effective democratisation of critical business information has never been more crucial. A platform for transactional information, that prioritises traceability, compliance, and task management will be vital to success in 2021 and beyond.

Intelligent Forecasting Overcomes Supply



Even with the agreement of the trade deal between the UK and the EU, it's difficult to forecast demand in a market that is continually reacting to new developments. For instance, a wholesaler working with multiple third parties such as logistics, might find it difficult to stay updated on their partner processes, which are vulnerable to change. They could find themselves unprepared for disruption.

Without the right analytical tools, organisations lack insights into their important business information and it becomes harder to make predictions. This leads to inaccurate forecasts, and missed opportunities.

Business Intelligence systems that continually review and update critical enterprise information in real time, make highly accurate predictions that support decision-making. These leading platforms help by giving you:

- A 360' View of Inventory and Costs,
- A clear picture of demand, with better customer insights,
- Better analysis of geographical markets,
- Improved Execution and Coordination,

Armed with these technical solutions, processes within the supply chain can be easily adapted to sudden market disruptions. This prevents some of the biggest Brexit risks like stock-outs, to ensure inventory always meets customer requirements.

Intelligent Stockpiling

Businesses operating in sectors vulnerable to Brexit have in many cases been driven to stockpiling to avoid shortages. Inefficient stockpiling can be detrimental to working capital, diminishing cash flow and liquidity. It also ties down human capital, and can nonetheless lead to excess and obsolete inventory if it fails to meet demand.

As such, it is crucial to regularly analyse stock in real-time, and whether it can meet forecasted demand.

More and more wholesale organisations are turning to digital solutions that give a complete overview of the health of inventory, to inform supply chain and purchasing decisions.

This is what SAP has branded an example of becoming an 'Intelligent Enterprise'. The Intelligent Enterprise benefits from:

- Real-time inventory data
- Performance measurements
- Supplier contract management
- Automated scheduling
- A clear view of supply networks, and more.

Intelligent Enterprises are able to identify redundant and slow moving inventory, so they can assess which inventory items are most affected by Brexit. Calculation of forecasts, safety stock, and order requirements are completely automated. This allows distributors to predict what issues may manifest and to put plans into place to mitigate them, like increasing order quantities, negotiating deals with suppliers, or changing supply routes and more, whilst navigating the uncertain road ahead.

Management of Brexit Supply Chain Delays

The fact of Brexit hasn't changed the central aim of wholesale organisations: satisfied customers, quick and efficient delivery, and profits. Adjustments made to the supply chain to overcome Brexit challenges has led to unexpected delays across industries, and dissatisfied customers in cases where disruption has impacted execution. In today's competitive environment, wholesalers can't afford delays, and need a solution to:

- To actively track supplier lead times,
- To increase recording quantities or bringing forward future orders To compensate for delays,
- To increase safety stock levels is supply lead times increase so you have greater quantities of buffer stock to help prevent stock-outs
- To track 'at risk' items and adjust reordering efficiently
- Increased transparency and traceability.

Having accurate and insightful data is critical to staying agile. Businesses that respond quickly to changes will be in a better position to prevent stock-outs and keep customers happy, ensuring smooth operations.

Making the Supply Chain More Flexible with Insight for Wholesale Distribution

As we face another year of volatility, organisational agility is what wholesalers must strive for in order to maintain a competitive advantage. The digitisation of the supply chain brings wholesalers one step closer to adapting to the new business environment fostered by the exit from the European Union.

Investing in a technical solution that both integrates core wholesale business functions and makes intelligent forecasts, means successfully harnessing the impact not just of Brexit, but also uncertainty that comes with any rapid change.

How is Technology Supporting Food Distribution?

The foodservice sector saw a number of changes in 2020.

Food distributors adapted to greater consumer demands for convenience. By and large, they were driven to explore new routes to market, to diversify their services, and to widen their digital footprint to stand out in an increasingly competitive environment.

The digitisation of food distribution has empowered food sellers to adapt considerably well to the business environment of 2020. But, how can we expect digital solutions such as cloud Enterprise Resource Planning and Business intelligence to drive change in 2021, when faced with new challenges - from managing new Brexit rules to the ferocity of competition in the online space?

New Technical Developments Continue Support the Industry

Foodservice organisations are increasingly recognising the importance of ERP systems that are not only integrating their core business functions, but also maximising efficiency across their processes:

Warehouse management becomes significantly easier, thanks to detailed inventory management, provision barcode scanning, automated scheduling and comprehensive supply chain planning.

Routes-to-market are reduced thanks to improved shipping accuracy, increased productivity, and seamless integration with third-party logistics.

Profit margins are maintained thanks to Procurement being made simpler by automation of end-to-end processes that extend to the entire business ecosystem, including partners, suppliers, and customers.

The workforce leverages real-time data, reporting, and insights that empower decision making and strategy. Automating manual processes gives them means to work on value-added tasks.

Customer satisfaction is driven by Sales, Marketing, and Customer Service automation, providing a seamless experience to consumers.

Food wholesalers are innovating, driving more productive work, improving logistics, by removing redundant processes from their end to end processes.

Managing New Brexit Rules

For countless food wholesale organisations, Brexit has set the roadmap for their operations in 2021 as new rules impact the supply chains. In the food and drinks market there is especially great concern surrounding rules of origin. If a product, for instance, moves between the UK and the EU, but is not deemed to be sufficiently British, it is ineligible for preferential tariff rates, meaning duties and higher costs.

It has raised the important question of how supply chains can be adjusted to ensure both frictionless and tariff intelligent trade. Logistical adjustments from:

- Transforming products to suit commodity code changes,
- Integration of several products into one,
- The use of bonded warehouses - a very expensive and

highly restrictive initiative,

- Abandoning the UK altogether as a distribution hub in favour of Europe,
- Increasing local purchasing - another generally more expensive option.

For many growing food sellers, these routes are not commercially viable because of thin margins. Many smaller enterprises are finding themselves especially vulnerable to new tariffs and obstacles to market, compared with larger more established food sellers that can afford major overhauls of logistical changes. Without an effective digital solution, smaller and mid-market distributors could find it harder to manage Brexit risks to supply and make necessary adjustments.

Supporting Customer Satisfaction

In 2020, disruption accelerated behavioral shifts towards convenience and online growth. Six million households shopped for food online and the online grocery market rose to 12.5% in December, up 5.8% the previous year. As such, increasing digital footprint and meeting online demands for convenience will be a continued priority for most food sellers.

This has led organisations towards embracing direct-to-consumer approach. As well as this, continuing shifts in consumer engagement, and the exponential growth of technology usage: mobile apps, social media, cloud technology, have driven customer expectations to all time high, which wholesalers continue to adapt to.

This user-centric focus has also been reflected by a new ferocity of online competition, as food sellers fight to be

seen. Omnichannel marketing has become the norm - smart digital interactive signage, personalisation of offers and content, and wider more sophisticated digital marketing initiatives, allow food sellers to engage constantly digitally.

With the ever changing tastes of consumers, it can be difficult for food sellers to keep on top of customer trends.

Technical solutions however, make anticipating and reacting to new customer developments simpler. The latest Cloud ERP and Analytics platforms give food sellers a detailed outlook of customer information for the entire customer lifecycle. It centralises marketing, sales, and service to provide visibility to the organisation, empowering decision-making, and to drive improved customer satisfaction.

Unlocking Sustainability Aims

Concerns for the environment have increasingly informed consumer purchases in recent years. Food sellers have and will continue to adjust to customer expectations.

For instance, many industry experts have predicted that 'Green-Aisling' could become a norm in supermarkets - that is, dedicating entire spaces to eco-friendly produce. Some say it won't be irregular to see 'Eco-Scores' being marketed on product packaging, menus, websites, and more (not dissimilar to the trend of transparency in nutritional information).

These pressures have also been reflected by regulators from the Advertising Standards Authority to the Competition & Markets Authority who are ramping up their investigations into unsubstantiated environmentally friendly claims, or 'greenwashing'.

Accordingly, many food service organisations have responded to these trends by making many commitments. For instance, Courtauld 2025 is a commitment by some of the leading brands to reduce food waste, cut carbon, and protect critical water resources. Signatories include established brands, such as Lidl, Iceland, Asda, Tesco, Sainsbury's, and Morrisons.

Food distributors that hope to capitalise on the fever for green are expected to ramp up their environmental efforts, adapt their supply chains to meet regulatory standards and to be able to prove certain claims. In order to be able to substantiate such claims, organisations require a single, accurate view of the entire organisation, all its subdivisions and third parties. They need to integrate all their processes. They need to be able to standardise information across all levels of the supply chain, and to support complete transparency.

Further Regulatory Compliance

In addition to new pressures towards sustainability and the impact of Brexit regulations, organisations remain bound to health and safety rules.

Wholesale professionals expect food safety risk from imports in 2021. Because of the unavailability of vaccinations for COVID-19, and the impact on trade in many parts of the world, many expect food safety and food fraud could emerge. This could stem from lower quality audits or even diversions of produce from one market to another.

More and more food sellers are turning to technology to give themselves complete and highly accessible overview of all data, customers, partners, and suppliers, globally and in real-time. Reporting covers all areas of the company and ensures intelligent and fast decision-making to support compliance - no matter the rule.

The foodservice sector will see decisive change as more and more wholesalers are forced to adopt technology to adapt to the new business environment. The question for growing organisations that have yet to truly innovate remains: What technical solution should a growing food distributor choose for greater integration, transparency, and scalability?

How is technology empowering Finance in Wholesale Distribution?

The Enterprise Resource Planning and Business Intelligence systems of today have transformed Wholesale Distribution. Business models, processes, and operations have evolved to leverage digitalisation across the supply chain for integration, scalability, to cut costs, and maximise efficiency.

The disruption to the wholesale sector witnessed in 2020 further accelerated the digital trend, as enterprises sought business continuity in a rapidly changing business environment.

The world of Wholesale Finance has seen just as much change. Today, organisations continue to recognise the unsuitability of multi-system environments in their business, and the need for process integration and accurate insights to achieve growth.

Beyond addressing organisational disparity,

Operational Procurement

One of the main priorities for distributors is to secure the procurement of goods and services required to sustain their door-to-door activities. Many are digitising the end-to-end procurement process by automating essential procurement functions, to make it simpler, cost-effective, and more efficient.

Automation includes everything from contract management, to purchase requisitions, to order management to charge-back and rebate management, and more. These extend to the entire wholesale ecosystem to encompass partners, suppliers, and customers.

Intelligent wholesale enterprises are also empowering their finance teams with real-time and accurate data. This allows Buyers to take full advantage of special buying and loading opportunities, and costs of goods at their lowest, increasing buyer productivity. Important business decisions are supported by real time analytics.

Quotes to Cash

Wholesale distributors require a system that combines sales, account management, order fulfilment, billing and accounts receivables functions. Quotes-to-cash capabilities are a must in whatever digital solution they select, as they bring these processes together in a single process that collates customer data and updates it in real-time.

Without Quotes-to-cash, finance teams wait longer for account data before being able to generate invoices. Delays to the invoice and collection process can cause major problems with managing cash flow, which itself can lead to other complications. Importantly, it also becomes more difficult to make accurate forecasts.

The cloud ERP systems of today integrate sales, fulfilment, and analytical tasks. Data becomes instantly available, and Accounts Receivables personnel get accurate invoices as soon orders are placed, minimising delays and improving predictions and analyses. Organisations leveraging this technology are supported by:

- Multi-channel sales management,
- Reduced administrative costs by automating sales order management processes,
- And, increased responsiveness and resolution to customer issues.

A Single Platform for Essential Finance

For Finance teams in wholesale organisations, the appeal of digitising the supply chain is the establishment of a single view of company financials and the complete alignment of core business processes with financial performance. These technical solutions are providing a single platform for:

- Financial planning,
- General Ledger,
- Accounts Payable
- Accounts Receivables,
- Asset Accounting
- Cash, Credit, Dispute, and Collections Management, and more.

With ready access to this information, Finance is armed with insights from anywhere in the business, whether it's Inventory, Logistics, Supply, Human Capital, and more.

This centralisation of financials completely enhances reconciliation capabilities and eliminates offline processes, improving accuracy, and subsequent decision-making.

Financial analytics and workflows for Accounts Receivable improve organisational insights and lead to less customer DSOs. Finance teams that optimise their transactional processes can expect to stay on time and minimise closing efforts and errors by completing tasks before the start of the next closing cycle - a major challenge for wholesale finance.

Financial Reporting

In Wholesale Distribution, Finance is under immense pressures to direct the upper echelons of the organisation. Accordingly, finance leaders need access to real time data and insights to inform decision making and to make better predictions.

The ERP and Business Intelligence tools available today make managing financial reporting significantly easier - especially where wholesalers work with multiple third parties or have subdivisions within the organisation.

Modern planning and consolidation platforms allow you to account for multiple sub-divisions and companies and have the ability to run consolidated financial statements. Wholesale Finance teams embracing digitisation experience accelerated period-end closing processes, with accurate and seamless data.

Modern solutions also possess intercompany training balances, and multiple financial reporting structures, where General Ledger hierarchies can be created and executed in financial statement reports.

Increasingly, wholesale distributors are using digital solutions to be able to pivot into advanced forecasting and use rich data to understand customer behavior. Organisations achieve more accurate forecasting of cash flow by incorporating data from customer and supplier-facing business processes - which digitisation brings them a step closer towards.

General Ledger Accounting

Some solutions allow Finance to manage multiple sets of books, holding a complete chart of accounts and fiscal year variants. It automates the General Ledger process, such that when a transaction takes place, all companies within the organisation are assigned a set of books at the same time, giving finance a single source of truth.

To make life simpler, these systems run group IFRS and IAS financial statements to apply consistency across all business entities, allowing for compliance with local regulations - wherever business takes place.

Accounts Payable

Keeping records of essential accounts within the general ledger such as Accounts Payable is fundamental to staying on top of the company's obligations to pay off its creditors and suppliers.

Armed with the right solution, wholesalers can easily manage:

- Self-service procurement,
- Sourcing requests and RFQs,
- Purchasing contracts,
- Purchasing requisitions,
- Purchasing orders,
- Goods receipts, and more.

The package's functionality completely simplifies common challenges with Accounts Payable, such as responsibility assignment, and approvals within the workflows of the procure-to-pay process.

Capital Expenditures and Asset Tracking

For wholesalers, having a platform that keeps track of assets and capital expenditures is especially vital. Effective asset tracking uses RFID, barcodes, or QR codes to help get a complete picture of an organisation's fixed assets. Those funds can then be used to acquire, upgrade, and maintain new equipment, warehouses, and technologies that optimise the supply chain.

Without an appropriate technical solution, it can be very challenging to stay on top of assets and capital expenditures - and the questions of factors such as depreciation of assets remain unanswered or managed too late. Technology avoids such problems:

- Depreciation is completely automated and seamlessly factored into the month-end close process,
- Depreciation complies with local GAAP requirements,
- Asset classes are assigned to product categories,
- The functionality is capable of writing up, writing down, transferring, disposing of, and selling an asset along with post special depreciation.

Effective Capital Expenditure and Asset Tracking also allow wholesalers to create purchase orders and to assign a product category that holds asset class details. The process is easily automated by creating an asset from supplier, in advance, and assigning the invoice to the asset

Wholesale Distributors will be facing numerous challenges and opportunities in 2021. More and more, Finance requires a digital solution that is seamless, insightful, and easy-to-use. Doing so leads to a host of other benefits:

Timely consolidation

Organisations with Insight benefit from best practices with a pre-configured consolidation model fully compliant with IFRS and GAAP, and expect a faster and more accurate financial close, reducing the month-end process by more than a third.

Management Reporting

Planning and Analytical tools allow finance to report with confidence for all levels of distribution. Publishing print-ready financial statements and analyses becomes a cinch, and data is available on real-time on any device. Finance cuts the number crunching, and spends up to 50% more time driving change and improving the business.

Predictive Analytics

Organisations armed with business intelligence leverage real-time insights that are readily accessible, dashboards, reports, and smart analytics. These give teams across the business the ability to make the most of new opportunities, to react faster to challenges, while engaging closely with customers, partners, and employees.

Forecasting

Wholesalers with the right solution integrate actuals, forecasting, and scenario modelling into a single platform. By leveraging machine learning with Predictive Planning and Scenarios, distributors can simulate impact of changes and validate financial predictions.

Better Collaboration

Technology improves connectivity across the organisation, with report publishing and commentary, the ability to share stories and data internally, with suppliers, customers, and allowing for integration with third party applications.

Budgeting

With the right budgeting software, Finance teams can expect to streamline financial planning with ready built budgeting templates, calculations, ratios and dashboards.

Let Us Show You

We're pleased to announce that on the 30th March, 2PM GMT, we'll be launching our first on demand video event this year.

In this event, we'll be talking about the latest trends in Wholesale Distribution. We'll discuss the major challenges and opportunities for the sector in 2021, and the key drivers of change and digital transformation.

We'll share our insights, including questionnaires and polls we've asked wholesale Finance and Operations leaders to take part in. We'll also be speaking with industry experts from SAP for their first hand knowledge and experiences in Wholesale Distribution today.

We'll also be speaking with Green Isle Foods, one of our customers, who will also be sharing their own story of what drove them to embrace digital transformation.

Green Isle Foods is Ireland's largest frozen food producer, and one of Ireland's leading food brands.

Registrants also get to see our technical solutions in action. We'll be showcasing our SAP-qualified package, INSIGHT for Wholesale Distribution.

INSIGHT for Wholesale Distribution is an innovative solution that combines Cloud ERP and Business Intelligence. Leveraging the power SAP Business ByDesign and SAP Analytics Cloud, it is especially curated for wholesalers. Out-of-the-box functionality means rapid time to value for distributors, no matter the sector.

We also want to show you what your organisation can achieve. All registrants will receive an Envisionary Report. The report is tailored to your businesses, and will take into account your unique challenges, and demonstrate what INSIGHT can do to improve your organisation.

Thank you for registering for the online event. We're so excited to share more details in the coming days.

